

Management Decision Making

Team Event Interactive Performance Event

Regulations

- *Refer to National Competitive Event Guidelines for description and procedures.*

Eligibility

- Each local chapter may enter one (1) team that must be composed of two (2) or three (3) members to compete in this event at the RLC.
- No more than one (1) team member may have competed in this event at a NLC or have competed more than two (2) years at the national level.
- No more than one member in a team of two or two members in a team of three may be substituted should circumstances arise that warrant the substitution.
- Between the RLC and SLC, or between the SLC and NLC, in the case of an unforeseen situation, one (1) team member may be substituted with the approval of the State Office. Failure to discuss this change with the State Office could result in team disqualification.
- A member may enter only one individual or team event and one chapter event. Who's Who in FBLA does not count as an event.

Procedures

- The case study may consist of a problem encountered by managers in one of the following areas: human resource management, financial management, marketing management or information systems management. Members of the team will assume the role(s) of management and present a solution to the case problem.

Administration of Events

RLC	SLC
Objective test taken collaboratively at RLC.	Preliminary round will consist of an objective test taken collaboratively.
Students must provide their own non-graphing calculators for this event. Cell phone and PDA calculators are not allowed. Number 2 pencils are required for this event.	Students must provide their own non-graphing calculators for this event. Cell phone and PDA calculators are not allowed. Number 2 pencils are required for this event.
	The top 8 finalists will participate in a seven minute interactive session at SLC where a solution to the case study will be presented.
	Performance teams will be sequestered. Failure of participants to arrive in sequestered area by the time the first performance begins will result in disqualification.
	Two 4" x 6" note cards will be provided.
	No reference materials, visual aids or electronic devices may be brought to or used during the preparation or performance.
	Order of performance is random.
	Performances are open to conference attendees, except performing participants.
Top THREE finishers advance to SLC competition.	Top THREE finishers advance to NLC competition.

Management Decision Making – Continued

Interactive Performance Event

- Twenty (20) minutes before the performance, each participant will receive the scenario.

Two (2) 4" x 6" blank note cards will be provided for each team member and may be used during the preparation and performance of the presentation. Information may be written on both sides of the note cards.

- The team has seven (7) minutes to interact with a panel of judges to demonstrate how he/she would solve the problem. The judges will play the role of the second party in the presentation and refer to the case for specifics.
- A timekeeper will stand at six (6) minutes and again at seven (7) minutes.

Judging

- All decisions of the judges are final.
- Final rank is determined by the team performance score.
- The rating sheet(s) the judges will use are found in the Wisconsin Competitive Event Guidelines.
- In the case of a tie after the performance, the written objective test score will be added to determine rank.



FBLA MANAGEMENT DECISION MAKING

Performance Rating Sheet

☐ Final Round

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Problem is understood and well-defined	0	1–5	6–10	11–15	
Alternatives are recognized with pros and cons stated and evaluated	0	1–5	6–10	11–15	
Logical solution is selected with positive and negative aspects of its implementation given	0	1–5	6–10	11–15	
Issues presented in case are addressed completely	0	1–3	4–7	8–10	
Management's decision is clear	0	1–5	6–10	11–15	
Delivery					
Statements are well-organized and clearly stated; appropriate business language used	0	1–3	4–7	8–10	
Team members show self-confidence, poise, and good voice projection	0	1–2	3–4	5	
All team members participate actively during the presentation	0	1–2	3–4	5	
Demonstrates the ability to effectively answer questions	0	1–3	4–7	8–10	
Subtotal					/100 max.
Dress Code Penalty Deduct five (5) points when dress code is not followed.					
Penalty Deduct five (5) points for failure to follow guidelines.					
Final Score					/100 max.
Objective Test Score (To be used in the event of a tie.)					

Name(s): _____

School: _____ State: _____

Judge's
Signature: _____ Date: _____

Judge's
Comments:

